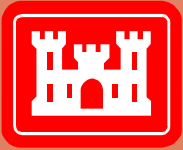


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ADVERTISING

- Commerce Business Daily
- District Internet Page
- FACNET/EDI
- Presolicitation Notices



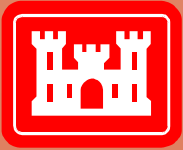


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COMMERCE BUSINESS DAILY (CBD)

- FAR 5.101 - The CBD is the public notification media by which U.S. government agencies are required to identify proposed contract actions and contract awards. The CBD is published in five or six daily editions weekly, as necessary.
- INTERNET SITE: <http://cbdnet.gpo.gov>
- FIELDDED SEARCH: Enables you to search on a “word” or a “SIC Code”



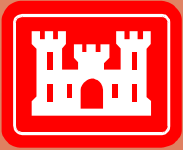


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JACKSONVILLE DISTRICT INTERNET PAGE

- **INTERNET SITE:**
<http://www.saj.usace.army.mil>
- **TOPIC: Business Opportunities**
- **INFO ON: Dredging, Construction, A-E Services, Services, Supply and All Active A-E Contracts (Over \$100,000)**
- **IMPORTANT NEWS, INFORMATION And WEB LINKS: Emergency Contracts, New Requirements for Participation, Announcements, etc.**





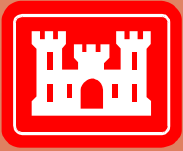
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OBTAINING SOLICITATIONS

- WEB SITE: E-Mail your request through the “Hot Links” available at our Web site
- FACSIMILE: Fax in your request
- CBD: “Hot Links” to the Point of Contact (POC) located in the posted synopsis

**ALWAYS INCLUDE YOUR TAX ID
NUMBER, ADDRESS, PHONE NUMBERS
AND POINT OF CONTACT**



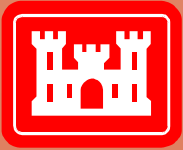


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PREQUALIFICATIONS

- CENTRAL CONTRACTOR REGISTRATION (CCR)
- UNRESTRICTED
- SMALL BUSINESS SET-ASIDES
- 8(a) PROGRAM





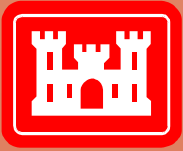
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CENTRAL CONTRACTOR REGISTRATION (CCR)

Director of Defense Procurement issued
a final rule requiring that contractors
MUST BE REGISTERED in the CCR
BEFORE RECEIVING A CONTRACT
from any activity of the DOD

- INTERNET SITE: www.ccr2000.com
- DUNS Number & CAGE Code are required
in order to register
- CCR Address and the Contractor's
address must match exactly



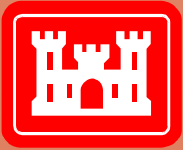


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UNRESTRICTED

- All businesses are encourage to respond - large or small
- Subcontracting Opportunities - District Web Site
- Subcontracting Plan - Large businesses must have an approved plan prior to award



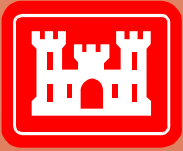


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100% SMALL BUSINESS SET-ASIDE (SBSA)

- SIC Code (FAR 19.102)
- Competitiveness Demonstration Program no longer includes Construction (Major Group 16 - Heavy Construction) or A-E Services (Major Group 87) for the Army
- District Small Business Specialist
Web Site: www.saj.usace.army.mil
Topic: Organizations, Small Business



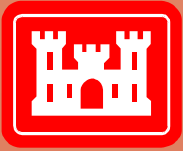


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8(a) PROGRAM

- 8(a) Program (www.sbaonline.sba.gov)
- Sole Source
- Competitive
- PRO-NET (pro-net.sba.gov)



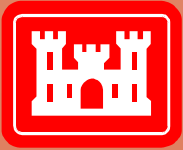


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HUBZONE PROGRAM

- New
- Small Business
- Historically Underutilized Business Zone
- See Small Business Specialist at the Exhibit Booth



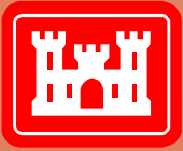


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SIMPLIFIED ACQUISITION PROCEDURES

- Under \$100,000
- FACNET/EDI
- PRO-NET
- PRESENT: - Suggested Sources
- Vendor File
- FUTURE: - Web Site Self Registration
- RFQ available on Web site
- CCR Registration



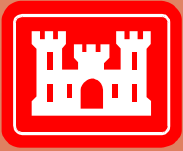


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ADVERTISEMENT/ SOLICITATION METHODS

- Invitation for Bid (IFB)
- Request for Proposal (RFP)



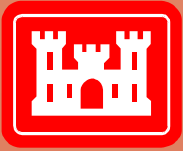


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INVITATION FOR BID (IFB)

- Sealed Bid
- Public Bid Opening
- Preaward Requirements
- Awarded - Responsive/Responsible
Low Bidder



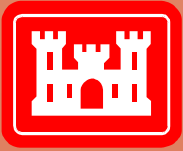


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REQUEST FOR PROPOSAL (RFP)

- No Public Bid Opening
- Awarded based on Stated Evaluation Factors
- **IMPORTANT:** Review Specifications for Submission Requirements



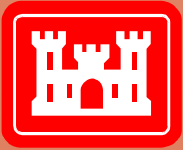


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EVALUATION FACTORS

- Past Performance
- Subcontracting
- Price
- Others (Technical)





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AWARD

- Bonding - Bid, Payment, and Performance
- Preconstruction Conference
- NTP
- Safety
- Labor
- Pay Estimates
- Performance Evaluations

